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Economics and Statistics Administration
U.S. CENSUS BUREAU

FORM

SA-42

(10-22-2012)

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2012 ANNUAL WHOLESALE TRADE REPORT

WHOLESALE DISTRIBUTORS

DUE DATE

Need help or have questions?

Call 1-800-327-4389, option "3"
(8:30 a.m. - 4:30 p.m. ET, M-F)

YOUR RESPONSE IS REQUIRED BY LAW. Title 13, United States Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the U.S. Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. Under the same law, information that you report cannot be used for taxation, regulation, or investigation and are exempt from release under the Freedom of Information Act. Further, copies of your response retained in your files are immune from legal process.

(Please correct any errors in name, address, and ZIP Code.)

Return via Internet:

econhelp.census.gov/awts

Return via Fax:

1-800-447-4613

To view survey results:

census.gov/wholesale

Username:

Password:

GENERAL INSTRUCTIONS

- This report should cover ALL wholesale distributor establishments in the United States reporting payroll **under the Employer Identification Number (EIN)** as referenced in ① on page 2.
- **Include** data for auxiliary facilities primarily engaged in supporting services to this EIN's establishment(s) such as warehouses, garages, and central administrative offices.
- Any significant change in this EIN's operations should be noted in ⑬ on page 8.
- For establishments sold or acquired in 2012, report data only for the period the establishments were operated by this EIN.
- Estimates are acceptable if book figures are not available.
- Enter "0" where applicable.

ANNOUNCEMENTS AND SPECIAL INSTRUCTIONS

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1 FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)**Does this firm report payroll under EIN**☐ Yes - Go to **2**☐ No - Enter current 9-digit EIN **AND** date payroll was first reported for this EIN

EIN (9 digits)

-

Month

Day

Year

2 ORGANIZATIONAL CHANGE**A. Did this EIN experience any acquisitions, sales, mergers, and/or divestitures in 2012?**☐ Yes☐ No - Go to **3****B. Which of the following organizational changes occurred in 2012?**Check all that apply. If more than one organizational change occurred during the reporting period, explain in **13** on page 8.☐ Acquisition☐ Sale☐ Merger☐ Divestiture

Date of organizational change

AND

Enter detailed information below ↴

Month

Day

Year

Name of company

EIN (9 digits)

-

Address (Number and street, P.O. Box, etc.)

City, town, village, etc.

State

ZIP Code

-

3 REPORTING PERIOD

NOTE: Calendar year data is preferred. If it is not available, please report for the fiscal year that includes at least six months of data for the 2012 calendar year.

What time period is covered by the data provided in this report?☐ Calendar year - Go to **4**☐ Fiscal or partial year - Report beginning and ending dates**2012****Beginning Date**

Month

Day

Year

Ending Date

Month

Day

Year

4 NUMBER OF ESTABLISHMENTS**How many wholesale establishments (including auxiliary facilities primarily engaged in supporting services such as warehouses, garages, and central administrative offices) did this EIN operate in 2012?**

The remainder of this report refers to the establishments reported here.

2012

Number

42000026

5 SALES, RECEIPTS, OR REVENUE**INCLUDE**

- Sales of products that are shipped on this EIN's orders directly to customers
- Retail sales made by wholesale establishments covered by this report
- **Gross value** of sales made on a commission basis (not your actual commissions)
- Receipts from freight, installations, rentals, maintenance, repairs, alterations, storage, and other such services
- Excise taxes (such as those on gasoline, liquor, and tobacco) that are levied on the manufacturer and included in the cost of products purchased by this EIN

EXCLUDE

- Sales from establishments that are primarily selling products manufactured or mined in the United States by this EIN
- Foreign sales of products that are not owned by establishments in the United States
- Nonoperating receipts (such as interest income, income from investments, and receipts from the rental or sale of real estate)
- Commissions earned for the sale of products
- Receipts from customers for carrying or other credit charges

Mark "X"
if None**A. What were this EIN's sales and other operating receipts in 2012?** ☐

2012			
\$ Bil.	Mil.	Thou.	Dol.

B. Did this EIN collect any sales taxes in 2012?☐ Yes☐ No - Go to **6**

2012			
\$ Bil.	Mil.	Thou.	Dol.

C. What were the total sales taxes collected in 2012?**6 E-COMMERCE, INCLUDING EDI**

E-commerce is the sale of goods and services where the buyer places an order, or the price and terms of the sale are negotiated, over an Electronic Data Interchange (EDI), the Internet, mobile device (M-Commerce), or any other online system. Payment may or may not be made online.

A. Did this EIN have any e-commerce sales in 2012?☐ Yes☐ No - Go to **7** on the next pageMark "X"
if None**B. What were the total e-commerce sales in 2012?***This amount should equal the sum of **6B1** and **6B2** shown below.***1. What were the EDI network sales in 2012, if any?**

- EDI is the exchange of documents in standardized electronic form between organizations in an automated manner directly from a computer application in one organization to an application in another.

☐**2. What were the online system sales in 2012, if any?**

- Online systems include the Internet, mobile device (M-commerce), extranets, e-mail, and instant messaging.

☐

2012			
\$ Bil.	Mil.	Thou.	Dol.

42000034

7 VALUE OF INVENTORIES**INCLUDE**

- All inventories of products covered by this report, including auxiliary locations (such as warehouses, garages, and central administrative offices) servicing these establishments, regardless of where held
- Inventory held in Foreign Trade Zones or in bond warehouses in the United States
- Report at cost or market value as of December 31 (or the end of the period for which you are reporting)

EXCLUDE

- Items such as fixtures, equipment, and supplies not held for resale
- Products owned by others that are being held on consignment

A. Did this EIN own inventories, regardless of where held, at the end of 2012 (or the end of the period for which you are reporting)?

- ☐ Yes
- ☐ No - Go to **9** on the next page

B. What was the value of inventories?

Mark "X" if None

1. Total inventories (if applicable, before Last-in, First-out (LIFO) adjustment)**2. LIFO reserve (if applicable)****3. Book value of inventories****7B1** minus **7B2**

2012			
\$ Bil.	Mil.	Thou.	Dol.

C. Were inventories reported as of December 31?

- ☐ Yes - Go to **7E**
- ☐ No

2012		
Month	Day	Year

D. If not December 31, inventories were reported as of what date?**E. Were any of the inventories reported in 7B1 stored outside, or en route to, the 50 states and the District of Columbia in 2012?**

- ☐ Yes
- ☐ No - Go to **8**

F. What was the value of the inventories stored outside, or en route to, the 50 states and the District of Columbia in 2012?

Exclude inventory held in Foreign Trade Zones or in bond warehouses in the U.S.

2012			
\$ Bil.	Mil.	Thou.	Dol.

8 INVENTORY VALUATION METHOD**A. Were any of the inventories reported in 7B1 subject to the LIFO valuation method?**

- ☐ Yes
- ☐ No - Go to **9** on the next page

B. How much of the inventory reported in 7B1 was subject to:

Mark "X" if None

1. LIFO valuation method before adjustment**2. Any other valuation method****3. Verify Total**Sum of **8B1** and **8B2**. Total must equal **7B1**

2012			
\$ Bil.	Mil.	Thou.	Dol.

9 PURCHASES OF PRODUCTS**INCLUDE**

- Amounts allowed for trade-ins
- Both raw and finished goods
- Products in transit to you for which you have taken title
- Freight, delivery, and other transportation costs included in product cost
- Import duties (if paid separately)
- Value of goods shipped from any foreign manufacturing plants
- The cost of services resold without processing
- Parts and supplies used in repair work or other service type activities

EXCLUDE

- Returns, allowances, and trade and cash discounts
- Purchases of containers, wrapping, packaging, and selling supplies
- Expenditures for supplies, equipment, and parts purchased for this company's use
- Taxes (sales, excise, and other) collected directly from customers and paid directly to a local, State, or Federal tax agency
- Intra-company purchases between establishments of this reporting unit

What was the total cost of all products purchased for resale for which this EIN took title, whether or not payment was made, in 2012?

Mark "X" if None

2012			
\$ Bil.	Mil.	Thou.	Dol.

If purchases are greater than sales, please explain in **13** on page 8. ☐

10 OPERATING EXPENSES**INCLUDE**

- Expenses arising from the normal course of business, including payroll

EXCLUDE

- Bad debt/customer related loss
- Interest expense
- Purchases of goods for resale or cost of goods sold
- Income taxes
- Impairment (reduction in value of long-lived assets due to reappraisal)
- Transfers made within the company

Mark "X" if None

2012			
\$ Bil.	Mil.	Thou.	Dol.

What were the total operating expenses for this EIN in 2012? ☐

11 DETAILED OPERATING EXPENSES**A. What personnel costs were incurred by this EIN in 2012?**

- 1. Annual payroll before deductions** - Total annual Medicare salaries and wages for all employees as reported on this EIN's IRS Form 941, Employer's Quarterly Federal Tax Return, line 5(c). **Include** payments to temporary employees on this EIN's payroll, and to commissioned employees on this EIN's payroll. Also include the spread on stock options that are taxable to employees as wages. **Exclude** payments for contracted temporary help (report in line **A3**); and commissions paid to contractors (report in line **C1**). ☐

Mark "X" if None

2012			
\$ Bil.	Mil.	Thou.	Dol.

- 2. Employer's cost for fringe benefits** - Employer's cost for legally required programs and programs not required by law:

- a. Health Insurance** - Insurance premiums or hospital plans, medical plans, and single service plans such as dental, vision, and prescription drugs. **Include** premium equivalents for self-insured plans and fees paid to third-party administrators (TPAs). **Exclude** employee contributions. ☐

b. Pension plans:

- i. Defined contribution plans** - Costs under defined contribution plans. **Include** pension plans that define the employer contributions to a separate account provided for each employee. The employee "benefit" at retirement depends on the amount contributed and the results of the account's activity. Examples include profit sharing plans, money purchase (e.g., 401k, 403b) and stock bonus plans (e.g., ESOPs). ☐

CONTINUE WITH **11** ON PAGE 6

CONTINUE ON PAGE 6

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11 DETAILED OPERATING EXPENSES - Continued

ii. Defined benefit pension plans - Costs for both qualified and unqualified defined pension plans. **Include** pension plans that specify the benefits to be paid to employees upon retirement, generally either a specific amount or a percentage of compensation. Employer contributions are based on actuarial computations that include the employee's compensation and years of service and are not allocated to specific accounts maintained for employees. ☐

Mark "X" if None

2012

\$ Bil.	Mil.	Thou.	Dol.

c. Payroll taxes, employer paid insurance premiums (except health), and other employer benefits - **Include** legally-required fringe benefits (e.g., Social Security, workers' compensation insurance, unemployment tax, state disability insurance programs, Medicare). Also include benefits for life insurance, "quality of life" benefits (e.g., childcare assistance, subsidized commuting), employer contributions to pre-tax benefits not specified above. **Exclude** disbursements from trusts or funds to satisfy health insurance claims. ☐

3. Contract temporary staff and leased employee expense - Total costs paid to Professional Employer Organizations (PEOs) and staffing agencies for personnel. **Include** all associated charges for payroll, benefits, and services. ☐

B. What were the expensed equipment, materials, parts, and supplies, not for resale, incurred by this EIN in 2012?

1. Expensed equipment - Expensed computer hardware and other equipment (e.g., copiers, fax machines, telephones, shop and lab equipment, CPUs, monitors). **Exclude** capitalized equipment; software (*report in line C2*); leased and rented equipment (*report in line C7*); and depreciation for capitalized equipment (*report in line C15*). ☐

2. Purchasing of packaging materials and containers - **Include** the cost of bags, boxes, wrapping, and sealing materials. **Exclude** office supplies (*report in line B3*); and cost of shipping to customers (*report in line C12*). ☐

3. Purchases of other materials, parts, and supplies (not for resale) - Materials and supplies used in providing services to others; materials and parts used in repairs; office and janitorial supplies; small tools; and motor fuels. **Exclude** office postage and package delivery expenses (*report in line C12*). ☐

C. What other operating expenses were incurred by this EIN in 2012?

1. Commission expense - **Include** commission paid to other firms for sale of products owned by this EIN. **Exclude** commission paid to your own employees (*reported in line A1*). ☐

2. Expensed purchases of software - Purchases of prepackaged, custom coded, or vendor customized software. **Include** software developed or customized by others, web design, services and purchases, licensing agreements, upgrades of software; and maintenance fees related to software upgrades and alterations. **Exclude** depreciation for capitalized software (*report in line C15*). ☐

3. Data processing and other purchased computer services - **Include** computer facilities management services, computer input preparation, data storage, computer time rental, optical scanning services, and other computer-related advice and services, including training. **Exclude** expenses for integrated systems, repair, and maintenance of computer equipment, payroll processing and credit card transaction fees, and expenses for telecommunication services (e.g., Internet, connectivity, telephone). ☐

4. Purchased communication services - Telephone, cellular, and fax services; computer-related communications (e.g., Internet, connectivity, online); and other wired and wireless communication services. ☐

5. Purchased repairs and maintenance to machinery and equipment - **Include** expensed repair and maintenance services to machinery, vehicles, equipment, and computer hardware. **Exclude** materials, parts, and supplies used for repairs and maintenance performed by this EIN's employees (*reported in line B3*). ☐

CONTINUE WITH **11** ON PAGE 7

CONTINUE ON PAGE 7

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Mark "X"
if None

Interest expense - expenses incurred in the financing of operations and long lived assets used in continuing operations. **Exclude** transfers made within the company and capitalized interest.

Mark "X"
if None

2012

\$ Bil.	Mil.	Thou.	Dol.

- 13 REMARKS** - Please use this space to explain any significant year-to-year changes, to clarify responses, or indicate where data were estimated.

14 CONTACT INFORMATION

Name of person to contact regarding this report <i>(Please print)</i>					Title			
Telephone	Area code	Number		Extension	Fax	Area code	Number	
			-				-	
Website								
www.								

THANK YOU
for completing your Annual Wholesale Trade Report.
We suggest you keep a copy for your records.

Public reporting burden for this collection of information is estimated to average 3.2 hours per response, including the time for assembling data from existing records and completing the form. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to: Paperwork Project 0607-0195, U.S. Census Bureau, 4600 Silver Hill Road, AMSD-3K138, Washington, DC 20233. You may e-mail comments to Paperwork@census.gov; use "Paperwork Project 0607-0195" as the subject. Respondents are not required to respond to any information collection unless it displays a valid approval number from the Office of Management and Budget. This 8-digit number appears in the top right corner of this form.

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